

VERSION 3

**Project Growth  
5/25/95**

			Q1	Q2	Q3	Q4	Total
<b>Projects Completed</b>							
Medium			10	20	30	40	100
Small			0	20	40	60	120
Add-on			10	20	30	40	100
Installed base- medium			10	30	60	100	
Installed base- small			0	20	60	120	
medium in ops	70% installed base		7	21	42	70	
number vars	20% small projects		0	4	8	12	
<b>Revenue:</b>							
Medium			1,159,091	2,318,182	3,477,273	4,636,364	11,590,909
Small			-	211,174	422,348	633,523	1,267,045
Add-on							
	Pct in ops	rev/mon	151,667	303,333	455,000	606,667	1,516,667
Maintenance & Operations	60%	\$ 4,000	84,000	252,000	504,000	840,000	1,680,000
Total revenue			1,394,758	3,084,689	4,858,621	6,716,553	16,054,621

		5/25/95			
Staffing at Start of Quarter		Q1	Q2	Q3	Q4
<b>Project Teams:</b>	<b>chargeable</b>				
Production Manager	70%	3.1	7.2	11.4	15.5
Analyst	70%	5.8	13.9	22.0	30.2
Human Interface Designer	70%	5.0	10.0	14.9	19.9
Engineer	70%	12.9	25.8	38.7	51.6
Total		26.7	56.9	87.1	117.2
<b>Operations :</b>					
Director		1	1	1	1
System Administrators		4	5	7	7
Administrative support	10% sys ad	0	1	1	1
<b>Maintenance and tools support</b>					
Director		1	1	1	1
Engineers	10% installed base	1	2	4	7
Administrative support	30% engineers	0.2	0.6	1.3	2.1
<b>Production Services Management</b>					
Vice President		1	1	1	1
Directors	20% proj mgrs	1	1	2	3
Administrative support	40% p/s mgmt	1	1	1	2
<b>Sales and marketing</b>					
VP		1	1	1	1
Sales Managers	20% var+sales reps	0.6	0.6	0.9	1.3
Customer representatives	10% med projects	2	2	3	4
Service Administrators	10% in ops	0.7	2.1	4.2	7
Var channel representatives	20% vars	1	1	2	2
Product marketing		2	2	2	2
Administrative support	30% sales heads	2	3	4	5
Total staff excluding G&A		45.8	81.5	123.3	164.8
<b>G&amp;A</b>					
COO		1	1	1	1
Controller		1	1	1	1
Accounting Staff	7% total staff	3	6	9	12
Recruiter		1	2	2	2
Administrative support		3	3	4	5
Total staff		55.0	94.2	140.0	185.3

Current Staff vs Target									
5/25/95					In- Place	Acting	Consultants	Total	Q1 Target
Project Teams:									
Production Manager		Meikle, Pat, Kevin, Ottavia			3		1	4	3
Analyst									6
Human Interface Designer		Marty, Sarah			2			2	5
Engineer		Dan, Georgios, Chris, Claude, John, Marion, Daniel, Norm			5	3		8	13
Operations :									
Director		Don			1			1	1
System Administrators		Frank, Kevin			2			2	4
Administrative support									0
Maintenance and tools support									
Director									1
Engineers									1
Administrative support									0
Production Services Management									
Vice President		Nick				1		1	1
Directors									1
Administrative support									1
Sales and marketing		1161.6							
VP		Bruce			1			1	1
Customer representatives		Cyndy			1			1	2
Technical support reps									1
Var channel representatives		John			1			1	1
Product marketing		Dia, Rob			2			2	2
Administrative support		Darryl			1			1	2
G&A									
COO									1
Controller		Mary			1			1	1
Recruiter		Patty					1	1	3
Accounting Staff		Dean			1			1	3
Administrative support		Victoria, Molly, Cynthia			3			3	3
Engineering									
VP		Edy			1			1	1
Engineers		Will, Dillip, Tom, Brian, Harry			5			5	10
Telesales		Darlene, Patti			2			2	4
Other		Brewster, David, Deanna			3			3	2
					35	4	2	41	74

5/25/95

	salary	Q1	Q2	Q3	Q4	Total
Production Manager	\$ 75,000	57,630	135,552	213,474	291,396	698,052
Analyst	\$ 60,000	86,364	208,442	330,519	452,597	1,077,922
Human Interface Designer	\$ 45,000	56,006	112,013	168,019	224,026	560,065
Engineer	\$ 60,000	193,506	387,013	580,519	774,026	1,935,065
		393,506	843,019	1,292,532	1,742,045	4,271,104
<b>Operations :</b>						-
Director	\$ 80,000	20,000	20,000	20,000	20,000	80,000
System Administrators	\$ 60,000	60,000	75,000	105,000	105,000	345,000
Administrative support	\$ 30,000	3,000	3,750	5,250	5,250	17,250
<b>Maintenance and tools support</b>		-	-	-	-	-
Director	\$ 80,000	20,000	20,000	20,000	20,000	80,000
Engineers	\$ 65,000	11,375	34,125	68,250	113,750	227,500
Administrative support	\$ 30,000	1,575	4,725	9,450	15,750	31,500
<b>Production Services Management</b>		-	-	-	-	-
Vice President	\$ 120,000	30,000	30,000	30,000	30,000	120,000
Directors	\$ 85,000	13,063	30,725	48,387	66,050	158,225
Administrative support	\$ 30,000	7,500	7,338	9,831	12,325	36,994
		166,513	225,663	316,169	388,124	1,096,469
<b>Sales and marketing</b>						-
VP	\$ 120,000	30,000	30,000	30,000	30,000	120,000
Sales Managers	\$ 75,000	10,500	10,500	17,250	24,000	62,250
Customer representatives	\$ 60,000	30,000	30,000	45,000	60,000	165,000
Service Administrators	\$ 55,000	9,625	28,875	57,750	96,250	192,500
Var channel representatives	\$ 60,000	12,000	12,000	24,000	36,000	84,000
Product marketing	\$ 75,000	37,500	37,500	37,500	37,500	150,000
Administrative support	\$ 30,000	15,885	19,035	28,620	39,780	103,320
	\$	145,510	\$ 167,910	\$ 240,120	\$ 323,530	\$ 877,070
<b>G&amp;A</b>						-
COO	\$ 120,000	30,000	30,000	30,000	30,000	120,000
Controller	\$ 70,000	17,500	17,500	17,500	17,500	70,000
Accounting Staff	\$ 40,000	32,069	57,075	86,338	115,335	290,817
Recruiter	\$ 65,000	16,250	32,500	32,500	32,500	113,750
Administrative support	\$ 30,000	22,500	22,500	30,000	37,500	112,500
	\$	118,319	\$ 159,575	\$ 196,338	\$ 232,835	\$ 707,067
<b>Total staff</b>		823,848	1,396,167	2,045,159	2,686,535	6,951,710

**P&L Forecast-- Production Services Only Includes no Product Sales or Development**

**5/25/95**

**Q1                      Q2                      Q3                      Q4                      Total**

**Revenue:**

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Small		-	211,174	422,348	633,523	1,267,045
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Maintenance & Operations		84,000	252,000	504,000	840,000	1,680,000
Total revenue		1,394,758	3,084,689	4,858,621	6,716,553	16,054,621

Salaries		823,848	1,396,167	2,045,159	2,686,535	6,951,710	43%
Fringe benefits	18.0%	148,293	251,310	368,129	483,576	1,251,308	8%
Commissions	5.0%	69,738	154,234	242,931	335,828	802,731	5.0%
Recruiting	5,000	140,098	336,214	564,870	791,492	1,832,674	11%
Facility		76,647	122,647	171,317	219,553	590,164	4%
Other	35%	288,347	488,658	715,806	940,287	2,433,098	15%
		1,546,970	2,749,231	4,108,211	5,457,272	13,861,685	86%

Pretax profit (loss)		(152,213)	335,458	750,410	1,259,281	2,192,936	14%
					19%		

Headcount production ser	27	55	94	140	185	
Development(facility)	6	11	15	15	15	
Product Sales	2	4	4	4	4	
Other	2	2	2	2	2	
total headcount	37	72	115	161	206	

	<b>Square feet</b>	15,484	24,777	34,609	44,354	
Ft/person	215 \$ 1.65					

Accounts Receivable	45	697,379	1,542,345	2,429,311	3,358,277	3,358,277
Desktop computers	5,000	140,098	196,116	228,656	226,623	796,492
Servers & other		100,000		200,000		300,000
Furniture	800	22,416	31,379	36,585	36,260	127,439
						4,582,208